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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

SEPTEMBER 1985 BILLINGS FOR METAL TREATING INDUSTRY INCREASE 3.2% OVER 1984 TOTAL

September sales amounted to $37.8 million, up from $36.6 million in September, 1984.

For the first three quarters of 1985, billings for the industry equaled $357.7 million. This is a 5.7% increase over the 1984 total for this period of $338.4 million.

Five MTI districts improved over their September 1984 performance. Seven out of nine districts exceeded their previous year's sales for the January-September period.

A summary of percentage change by geographic regions follows:

	District	Sep 85 vs. Sep 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	- 1.0	12.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	5.0	6.6
3	South Central (W.PA-OH-IN-KY)	11.1	6.5
4	Michigan	9.7	8.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.5	-4.7
6	North Central (IL-WI-MN-MO-IA)	-10.1	-6.0
7	Pacific Coast (CA-AZ-ORE-WASH)	9.1	12.4
8	Southwest (TX-OK-AR-CO-LA-UT)	-5.4	11.0
9	Canada	18.9	17.1

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1985

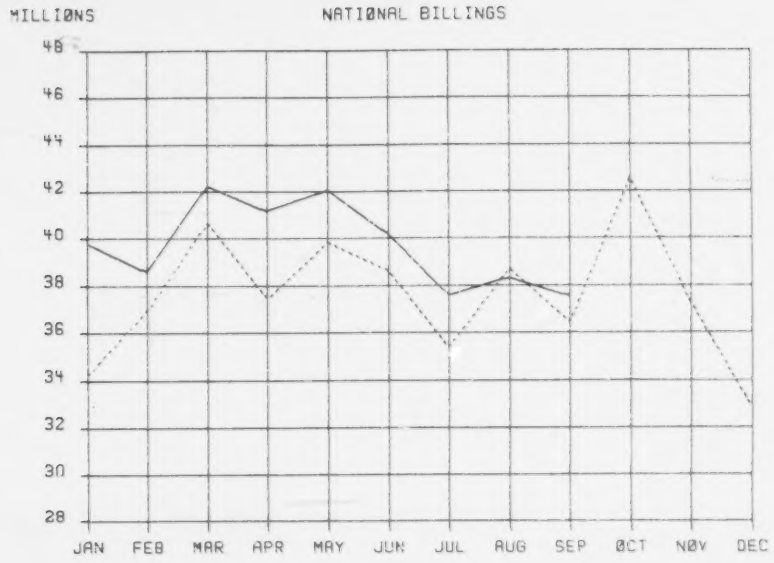
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	36606.1	37794.2	3.2	100.0	100.0
Dist. 1	17	2230.3	2207.5	- 1.0	6.1	5.8
Dist. 2	39	4279.8	4447.9	3.9	11.7	11.8
Dist. 3	59	6411.5	7125.2	11.1	17.5	18.9
Dist. 4	30	5736.2	6292.8	9.7	15.7	16.7
Dist. 5	23	1381.3	1263.2	- 8.5	3.8	3.3
Dist. 6	46	7374.9	6626.8	-10.1	20.1	17.5
Dist. 7	28	4819.8	5296.8	9.9	13.2	14.0
Dist. 8	27	2740.4	2593.3	- 5.4	7.5	6.9
Dist. 9	9	1631.9	1940.6	18.9	4.5	5.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	338437.0	357743.1	5.7	100.0	100.0
Dist. 1	19026.8	21432.3	12.6	5.6	6.0
Dist. 2	38844.2	41394.4	6.6	11.5	11.6
Dist. 3	59467.7	63312.6	6.5	17.6	17.7
Dist. 4	52780.2	57291.1	8.5	15.6	16.0
Dist. 5	13433.4	12800.5	- 4.7	4.0	3.6
Dist. 6	70371.0	66167.9	- 6.0	20.8	18.5
Dist. 7	45301.0	50922.5	12.4	13.4	14.2
Dist. 8	24401.5	27084.6	11.0	7.2	7.6
Dist. 9	14811.3	17337.3	17.1	4.4	4.8

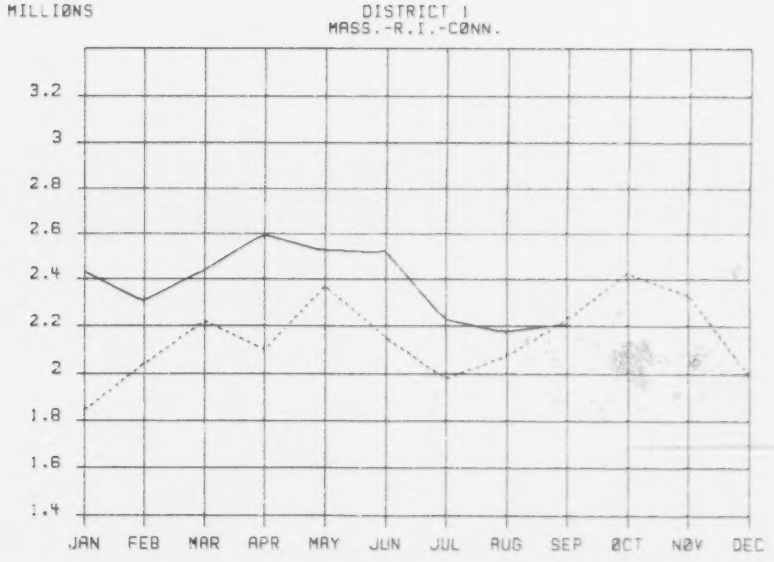
[1] Total MTI membership including firms that do not participate in monthly analysis.



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.4	3.8	10.0	5.6	4.0	6.3	-1.0	3.3			
% Change	Cumulative	16.3	10.1	7.8	8.4	7.8	7.2	7.0	6.0	5.7			



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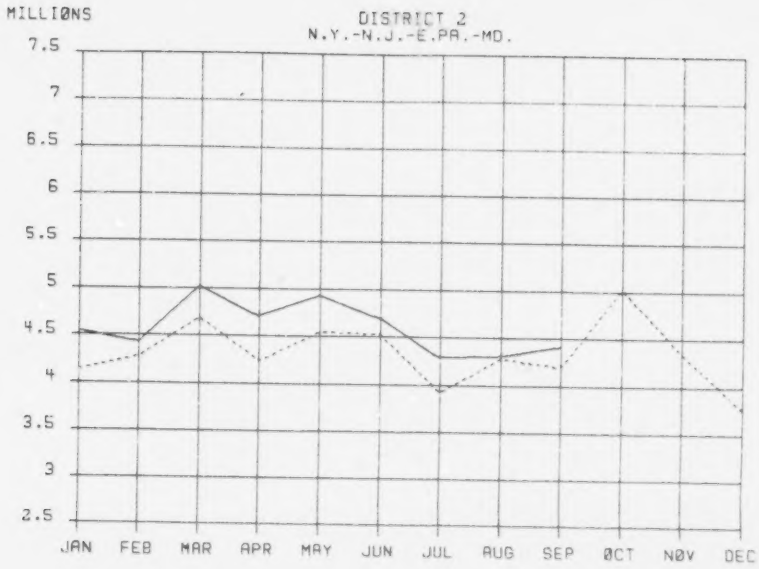
1985 ———

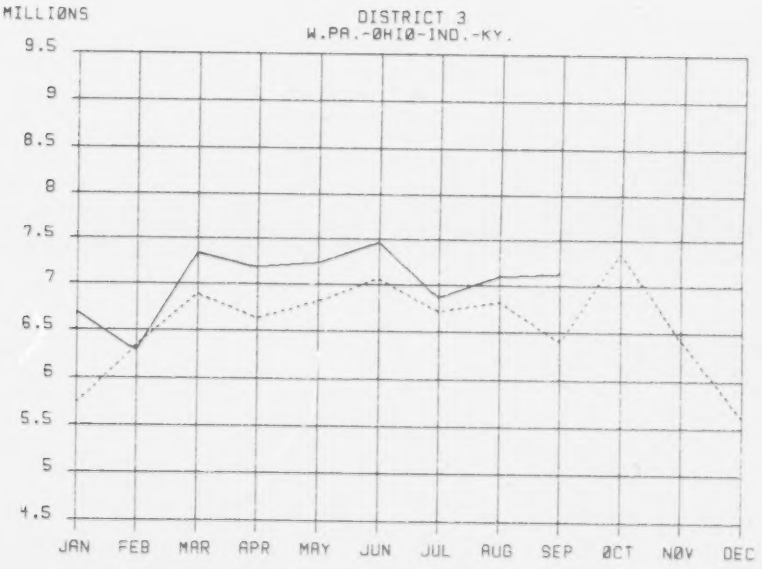
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	16.8	12.6	5.0	-1.0			
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.3	15.8	14.5	12.6			



1984 - - - -

1985 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	9.9	3.7	7.1	11.2	8.6	3.8	9.5	0.6	5.0			
	Cumulative	9.9	6.8	6.9	8.0	8.1	7.3	7.6	6.8	6.6			



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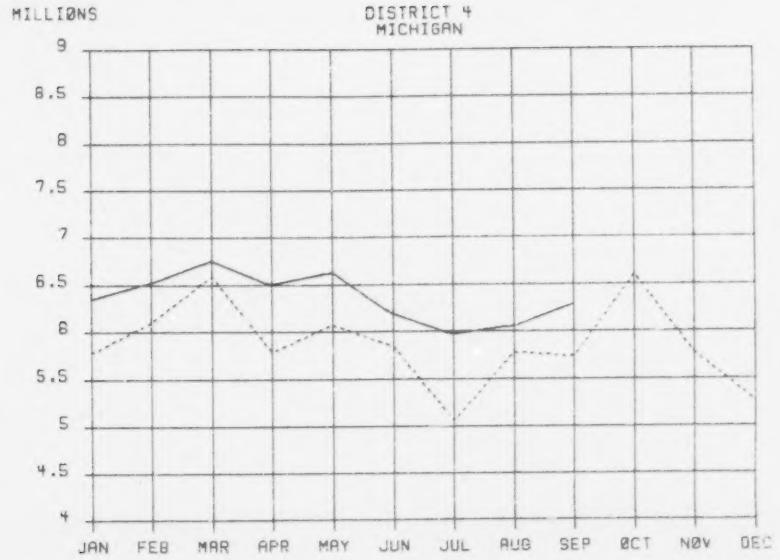
1985 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	16.8	-0.9	6.5	8.3	6.0	5.6	2.3	4.0	11.1			
	Cumulative	16.8	7.5	7.1	7.4	7.1	6.8	6.2	5.9	6.5			



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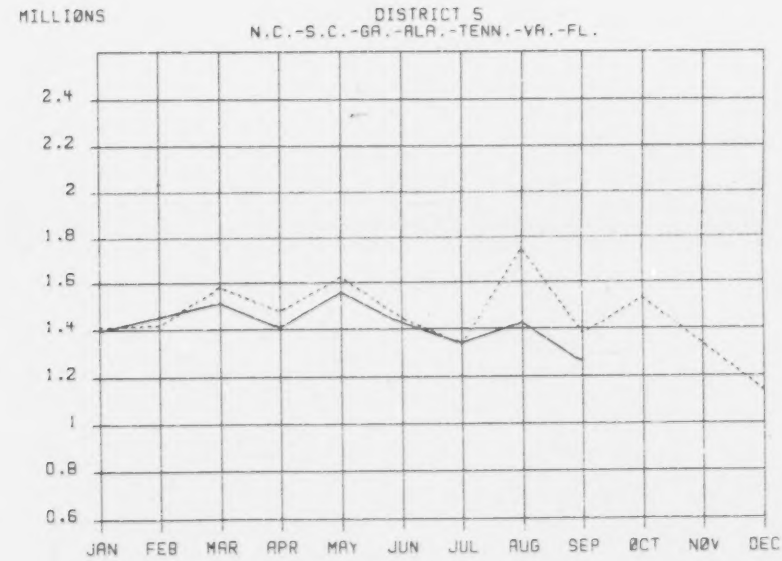
1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	6.8	2.4	12.4	9.1	5.8	18.1	4.7	9.7			
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0	7.6	8.9	8.4	8.5			



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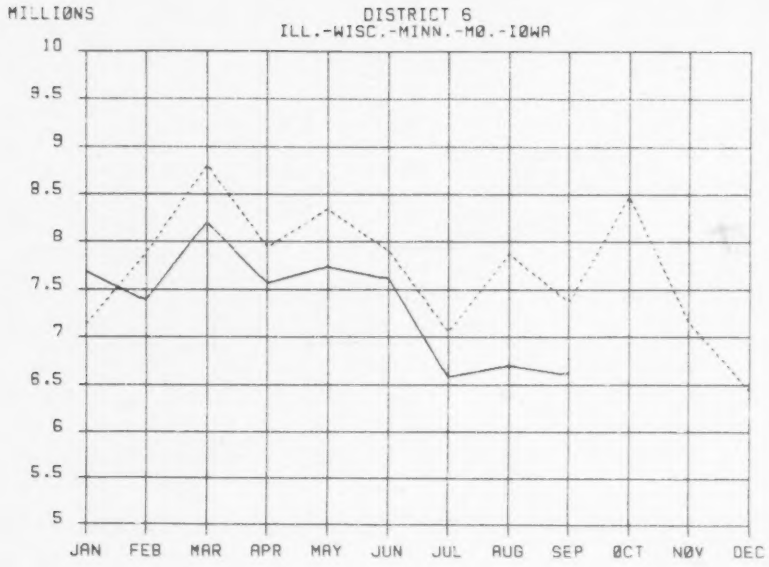
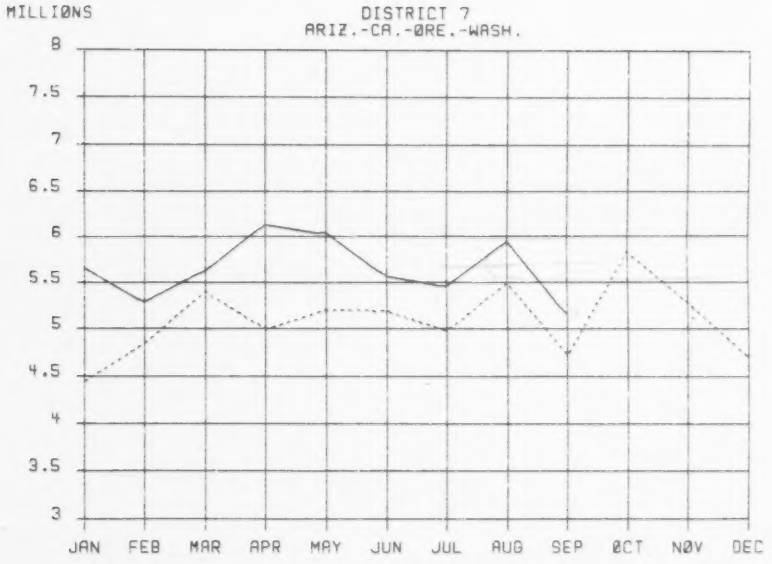
1985 ———

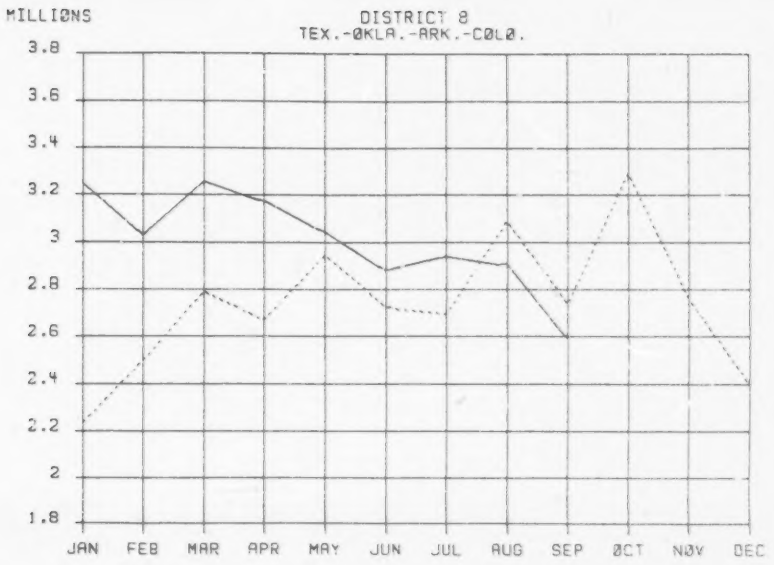
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4	-4.0	-1.4	0.5	-18.2	-8.5			
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4	-2.3	-1.9	- 4.3	-4.7			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	-6.3	-6.8	-4.8	-7.2	-3.7	-6.6	-14.9	-10.1			
% Change	Cumulative	7.7	0.4	-2.3	-2.9	-3.8	-3.8	-4.1	- 5.5	- 6.0			



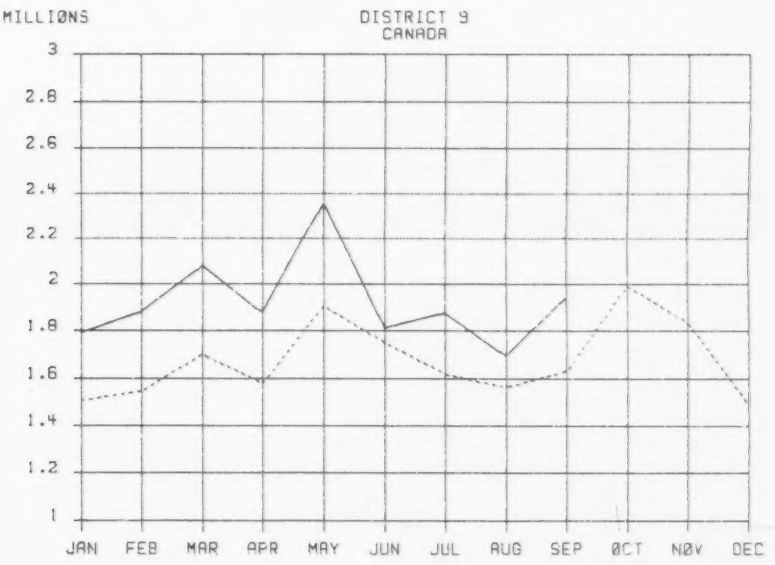
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.3	9.1	4.3	22.9	16.3	7.2	9.6	8.3	9.1			
% Change	Cumulative	27.3	17	12.8	15.4	15.6	14.1	13.5	12.8	12.4			



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	-5.9	-5.4			
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1	11.0			



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	21.9	22.1	19.0	23.8	3.6	15.9	8.8	18.9			
% Change	Cumulative	19.1	20.5	21.1	20.6	21.3	18.2	17.9	16.8	17.1			